

Message Text

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17

ACTION COME-00

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R 181430Z AUG 76

FM AMCONSUL ZAGREB

TO SECSTATE WASHDC 3929

INFO AMEMBASSY BELGRADE

UNCLAS ZAGREB 691

E.O. 11652: N/A

TAGS: BENC, BTIO, YO

SUBJECT: PRODUCT OPPORTUNITY - SLOVENE GAS PIPELINE

REF: STATE 202995

1. SUCCESSFUL BIDDER ON SLOVENE GAS PIPELINE GENERAL CONSTRUCTION CONTRACT IS A JOINT VENTURE BETWEEN SPIE BATIGNOLLES (FRENCH) AND NACAP (DUTCH).

2. DEPARTMENT'S ASSUMPTION CORRECT THAT GENERAL CONTRACTOR WILL BE RESPONSIBLE FOR ALL PROCUREMENT ON PROJECT AND PETROL ORGANIZATION ITSELF NOT DIRECTLY INVOLVED. PETROL REP STATES THAT JOINT VENTURE EXPECTS TO OPEN A PROJECT OFFICE IN LJUBLJANA SHORTLY AFTER SEPTEMBER 1. NO LOCATION FOR OFFICE HAS BEEN SELECTED YET, AND JOINT VENTURE LIAISON MAN, CIPAR, NOT PRESENTLY IN LJUBLJANA. WHEN OFFICE OPENS WE WILL ASCERTAIN HOW PROCUREMENT IS BEING HANDLED AND APPROPRIATE CONTACT FOR U.S. EQUIPMENT SUPPLIERS IF PROCUREMENT DECISIONS ARE TO BE MADE IN YUGOSLAVIA.

3. PETROL REPORTS THAT TO DATE ONLY AMERICAN FIRM TO HAVE EXPRESSED INTEREST IN SERVING AS CONSTRUCTION CONSULTANT IS BROWN AND ROOT. KAISER

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